

Illinois Department of Commerce and Economic Opportunity
Small Business Performance Report for April

	April	CY11	FY11	HISTORICAL TO DATE	TOTALS 09-TO DATE
Total SBDC Network Customers Served	3,668	11,426	27,823	747,919	80,812
SBDC Customers Served (all activities)					
Total SBDC Clients Counseled:	1,284	3,882	8,198	308,972	25,550
Total SBDC Counseling Hours:	3,943	17,303	48,229	1,221,979	148,833
Average Hours Per Case:	3.07	4.46	5.88	3.95	5.83
SBDC Training Attendees:	1,380	5,356	14,163	343,409	38,025
Minority Clients Counseled: (all sessions)	348	1,026	2,569	52,739	6,973
Minority Training Attendees:	278	720	1,917	60,851	6,725
Women Clients Counseled: (all sessions)	385	1,223	2,691	89,341	8,427
Women Training Attendees:	393	1,463	3,758	132,059	11,783
Procurement Technical Assistance Centers					
PTAC Clients Counseled	337	768	1,713	17,605	5,120
Initial PTAC Counseling Sessions	54	177	509	20,192	1,846
All PTAC Counseling Sessions	501	1,998	5,673	63,670	17,262
Total PTAC Counseling Hours:	982	3,031	8,741	87,646	24,431
Average Hours Per Case:	2.91	3.95	5.10	4.98	4.77
Total PTAC Clients Trained:	601	1,123	2,895	48,930	9,233
Minority Businesses Counseled: (all sessions)	169	735	1,913	40,295	5,842
Women Businesses Counseled: (all sessions)	200	737	2,019	43,917	5,764
Economic Impact of Assistance Provided:					
SBDC Jobs Created:	309	708	2,707	75,964	7,541
SBDC Jobs Retained:	1,232	2,415	5,269	100,881	14,764
SBDC Total Loans Secured:	27	111	296	9,630	924
SBDC Loan Dollars Assisted: \$	\$27,507,500	\$40,715,998	\$76,669,520	\$1,775,930,350	\$282,971,449
SBDC Total Non Debt Financing:	38	197	525	5,933	1,839
SBDC Non Debt Financing: \$	\$2,064,798	\$12,268,051	\$36,695,338	\$494,135,107	\$132,109,055
SBDC New Business Starts:	14	78	231	10,731	784
SBDC Existing Business Expansions:	17	48	150	4,436	502
PTAC Jobs Created:	26	542	2,558	15,341	4,401
PTAC Jobs Retained:	323	916	4,326	45,832	11,510
PTAC Contracts Assisted:	151	1,471	2,652	55,165	6,488
PTAC Contract \$ Assisted:	\$7,360,460	\$194,977,629	\$1,006,953,596	\$9,959,612,571	\$3,506,199,424
ITC Sales Assisted: \$	\$1,072,358	\$23,502,420	\$138,529,120	\$1,641,158,061	\$530,520,597
NOC Sales Assisted: \$	\$1,300,000	\$1,405,000	\$7,455,000	\$456,195,804	\$93,346,904
First Stop:					
Start up Kits:	0	0	0	75,957	0
Regulatory / Assistance Information:	588	2,483	6,315	211,904	20,966
Office of Regulatory Assistance:					
Draft Regulations Reviewed:	41	143	348	10,100	851
Draft Regulations Commented On:	6	38	96	1,550	251
Environmental Assistance Program:					
Total Businesses Assisted:	0	768	1,948	127,055	4,514
Total Helpline Calls Received:	0	414	954	13,855	2,412

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Breakdown of Funding Sources

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International Trade Center Clients Served:					
Total ITC Clients Counseled:	98	277	527	11,352	1,670
Total ITC Counseling Hours:	447	1,866	4,958	66,144	13,679
Average Hours Per Case	4.56	6.74	9.41	5.83	8.19
ITC Clients Trained:	137	206	765	13,448	1,585
Minority Clients Counseled: (all sessions)	17	33	71	729	175
Women Clients Counseled: (all sessions)	15	52	97	967	262
ITC Jobs Created	23	48	157	1,429	306
ITC Jobs Retained	21	634	1,029	4,930	2,120
Nafta Opportunity Trade Center Clients Served:					
Total NOC Clients Counseled:	15	45	146	3,750	359
Total NOC Counseling Hours:	104	400	1,704	27,398	5,158
Average Hours Per Case	6.93	8.89	11.67	7.31	14.37
NOC Clients Trained:	0	0	149	5,205	360
Minority Clients Counseled: (all sessions)	0	3	13	158	23
Women Clients Counseled: (all sessions)	1	8	23	376	51
NOC Jobs Created	0	2	216	887	270
NOC Jobs Retained	0	0	100	2,523	446
SBDC Day Care Center Clients Served:					
Total Day Care Clients Counseled	5	12	26	644	161
Total Day Care Counseling Hours	12	35	82	1,945	409
Average Hours Per Case	2.40	2.92	3.15	3.02	2.54
Day Care Clients Trained	15	15	106	6,682	1,255
Minority Clients Counseled (all sessions)	1	7	19	360	768
Women Clients Counseled (all sessions)	5	11	20	552	893
Entrepreneurship Center Clients Served					
EC Clients Assisted	12	120	345	8,811	1,038
EC Clients # of Challenge Grants	0	33	48	881	164
EC Clients \$ Vallue of Challenge Grants	\$0	\$151,039	\$239,414	\$5,302,937	\$1,223,853
EC Clients Capital Leveraged	\$0	\$4,766,340	\$63,740,228	\$477,790,641	\$124,616,272
EC Clients Jobs Created	0	49	453	8,590	1,876
EC Clients Jobs Retained	0	139	1,081	14,376	5,133
DAR Client Served					
Total DAR Clients Counseled	0	0	100	204	204
Total DAR Counseling Hours	0	0	251	623	623
Average Hours Per Case	0.00	0.00	2.51	3.05	3.05
Total DAR Client Trained	0	0	294	991	991
Minority Clients Counseled	0	0	35	54	54
Women Clients Counseled	0	0	9	72	72
DAR Jobs Created	0	0	0	0	0
DAR Jobs Retained	0	0	0	0	0